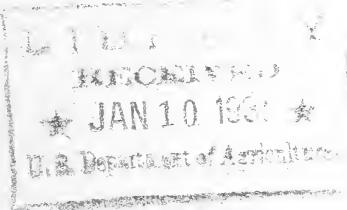


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1931



PRICE LIST

from

The Home *of the* World's
Finest

GLADS



A. J. Anderson

White Bear Lake - - - Minnesota

MY GARDEN

CHOSE who love Nature can never be dull!

They may have temptations, but they will run no risk of being beguiled by ennui, idleness or a want of an occupation.

The love of Nature keeps us free from those mean and petty cares which interfere so much with calm and peace of mind. It turns every daily task into a blessing, and brightens life until it becomes almost like a living dream.

My Garden, with its silences, and beauty, and the pulses of fragrance that come and go on the airy undulations, affect me like sweet music.

Care always stops outside the gates and gazes at me wistfully and jealously through the bars.

Among my flowers Nature takes me into her own hands, and I breathe freely and joyously—as did the first man.

A. J. Anderson

Home of the Worlds Finest Glads

White Bear Lake, Minn.

Dear Friend:

Another year has passed since I sent out my "Silent Salesman" and I wish to thank all my customers for their liberal support which has made it possible for me to carry on my work and add many new and really wonderful creations to my list, which each year affords me a great deal of "real pleasure and satisfaction."

But aside from enjoying the beautiful flowers myself during the blooming season, my greatest pleasure after all is the receipt of hundreds of letters from Satisfied Customers, expressing their appreciation of my treatment---which assures me that my efforts to please have not been in vain. My only regret is that I have been unable to answer each and every letter individually as well as inquiries for catalogs, etc. but so far I have not found time to do so and trust that those of you who have written and not received a letter will accept my apologies, appreciating how difficult it is with a very limited office force to attend properly to all correspondence especially during the growing season.

The large number of requests coming daily for a "new list", is a good indication that I will have the pleasure of adding a great many more names of "Satisfied Customers" which is a most valuable asset---and to those of you whom I have not yet had the opportunity to serve I wish to say that I will do all humanly possible to show you my appreciation of your orders whether large or small so as to justly deserve a liberal part of your business and trust that you will feel your confidence in me is well placed.

Sincerely yours

A. J. Anderson

Read Carefully Before Ordering

The prices quoted herein are for immediate acceptance, and will prevail until my stock is exhausted—or until a new list is issued and includes all transportation charges by Parcel Post or Express to you.

Terms

Terms are **Cash With Order** for less than \$5.00. Orders for \$5.00 or more will be held for future delivery with a 25% deposit and the balance due at Shipping Time. Because of the unquestioned values offered we cannot afford to send C. O. D.'s on orders for less than \$10.00 as the cost of additional Time and Fees adds to the Expense. Our Shipping Season ends by May 1st. **Early Orders** will be most appreciated and Rewarded with Extra liberal treatment. Orders from outside of U. S. must be paid in full before shipment. **All Offers Subject to Prior Sale.**

Discounts

For all Cash Orders received up to March 1st, 1931, I will make the following offers:

- On Cash orders from \$ 2.00 to \$ 5.00 Select 5% Extra Bulbs.
- On Cash orders from \$ 5.00 to \$ 25.00 Select 10% Extra Bulbs.
- On Cash orders from \$25.00 to \$ 50.00 Select 15% Extra Bulbs.
- On Cash orders from \$50.00 to \$100.00 Select 20% Extra Bulbs.

This offer does not hold for quantities offered by the thousand or on special quotations.

Large Quantities

If you are interested in large quantities of Golden Dream and others Listed by the thousand (1000) just let me know the amount and sizes wanted and I will quote you real Interesting prices for Cash—F. O. B.

My Guarantee

My stock offered in this List has been grown under our State Inspection (none more rigid)—I hold Certificate No. 2876 for 1931. I have planted on New Land for Several Seasons. To further Safeguard against Disease I have treated all planting Stock and Bulblets with the most highly recommended chemicals before planting to Insure the healthiest Stock that can be grown.

Pure Stock

I further Guarantee all the Bulbs I sell to be **True to name** but cannot assume any responsibility as to results—other than to replace any Bulbs not blooming true to name or Refund Purchase Price paid for same.

New and Rare Varieties

I offer many new and rare varieties in this List by each or ten that are not yet well known—many I offer this year for the first time rank among the **WORLD'S FINEST** and will make a good account of themselves on the **Show Tables** in the next year or two. Some of these late Importations we have only in very limited numbers so my advice is—Order Early to Insure against disappointments,

Safe Delivery Guaranteed

All orders for \$5.00 and upward are fully Insured and can be sent by Express at any time with Safety. If for any reason a Shipment does not arrive in a Satisfactory Condition notify me and the local Express Office at once and a Satisfactory adjustment will be made.

Parcel Post. I am taking all the precautions humanly possible and spare no Expense to pack every order to Safeguard against Breakage, Frost, Etc. But the chances for damage by freezing is much greater by Mail than by Express, therefore, let me use my own judgment when and how to ship for safest arrival—but state your preference.

Sizes. All Bulbs quoted in this List are Standard Sizes as recognized by the American Gladiolus Society and Mechanically graded to correct diameter.

5 Bulbs can be had at the 10 rate.

25 Bulbs at the 100 rate.

250 Bulbs at the 1000 rate.

Pool your order with your Friends and save money on quantity prices. Higher priced varieties offered per 10 may be had in quantities of 3 or more at the 10 rate; but no one Item for less than twenty cents (.20).

Minimum Orders One Dollar.

Originators

In all my long life I was never Satisfied to Leave Well Enough Alone—but always Strived to Improve my own work and I got a lot of Satisfaction in doing anything, "Just a little better than others." This trait of "habit" has manifested itself more and more in the Gladiolus Business. I have persistently Sought out the most outstanding varieties among the new creations, both in this country and other parts of the world, to enable me to offer my customers something—"Just a Little Better" then may be found elsewhere. To avoid confusion, I have given the correct name of the Originator in parenthesis (—) after the name of each variety—and it may be of Interest to some of you to know where they live:

| | | | |
|-----------------------------|-------------|-------------------|----------|
| Alkemade | Holland | Gruelleman | Holland |
| Dames | Holland | Keur | Holland |
| Doney | New Zealand | Krelage | Holland |
| Errey | Australia | Lemoine | France |
| Gilrey (Gilbert Errey)..... | Australia | Mair | Scotland |
| Graetz | Germany | Pfitzer | Germany |
| Gravereau | Holland | Van Duersen | Holland |
| Groff | Canada | Velthuys | Holland |

The rest of the originators on our list are located in all parts of the U. S. A. and the majority of them are well known to most of us. While we already enjoy many most wonderful creations—in Color, Size, Texture, Ruffled, Lacinated, Self-colors, and others with harmonious markings, Etc., the 100% perfect, as far as I know, is yet to be found and I am anxiously waiting for its arrival (maybe always will). But if any of you who happen to read these lines know of a (New Glad) that is decidedly Superior to anything now existing you will do me a great favor to give me the name, originator, etc., and such information will be greatly appreciated.

Blooming Sizes

For Customers who are not familiar with the Standard Sizes of Bulbs, something we all should know this information may prove to be helpful in deciding what to buy: Number 1 and 2 Bulbs, if well cured and sound and at the right age (2 or 3 years from Bulblet) will usually produce the largest Flower. Number 3 is often just as satisfactory but a trifle later and we often get flowers from number 4, but they are quite small. Number 5 and 6 are generally not regarded as Blooming size but in "Normal Seasons" most of them will bloom, especially the Early Varieties, but all should grow up to good Blooming Size for the following Season. Bulbs grown in this adverse climate and under less favorable conditions than those grown under Irrigation and humid atmospheric conditions will do well anywhere (do not have to be acclimated) and will make better flowers according to size. Make some comparisons for yourself—It's Interesting.

WHOLESALE PRICE LIST for 1931

| | Per | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | BULBLETs Per |
|--|------|-------|-------|-------|-------|-------|-------|-----------------|
| ADA DE POY (Salbach)..... | 10 | 1.00 | .80 | .60 | .40 | .20 | ..... | ..... |
| Tall, beautiful, bronzy apricot. Primulinus hybrid. | | | | | | | | |
| ADELINE PATTI (Keur)..... | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |
| Dark royal purple. Wide open flower. | 10 | 2.00 | 1.60 | 1.30 | 1.10 | .80 | .60 | ..... |
| | 100 | 15.00 | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | ..... |
| | 1000 | ..... | ..... | 64.00 | 52.00 | 32.00 | 24.00 | 1000 3.00 |
| ADMIRATION (Kunderd)..... | 10 | 1.00 | .80 | .60 | .50 | .40 | .30 | ..... |
| Large light pink. Fine for cutting. | 100 | ..... | 6.00 | 4.00 | 3.00 | 2.50 | 1.00 | ..... |
| | 1000 | ..... | ..... | ..... | 24.00 | 20.00 | 8.00 | 1000 2.00 |
| A. E. KUNDERD (Kunderd).... | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |
| Very large salmon pink, red blotch. Ruffled. | 10 | ..... | ..... | .80 | .60 | .45 | .30 | ..... |
| AFLAME (Hornberger)..... | 1 | .35 | .30 | .25 | .20 | ..... | ..... | ..... |
| Begonia rose shading to orange flame. Large flower. | 10 | ..... | ..... | ..... | 1.50 | 1.25 | .80 | 10 .25 |
| ALLEN V. BUNCE (Bill)..... | 10 | .80 | .65 | .45 | .30 | .20 | ..... | ..... |
| Fine yellow flower. A prize winner. Tall large. | 100 | 6.00 | 4.80 | 3.60 | 2.50 | 1.50 | 1.00 | 1000 1.50 |
| ALBATROSS (Pfitzer)..... | 1 | 1.50 | 1.25 | 1.00 | .75 | .50 | .30 | ..... |
| Large pure white. | | | | | | | | |
| ANMUT (Holland)..... | 10 | 1.50 | 1.25 | 1.00 | .80 | .60 | .40 | ..... |
| Very early. Shell pink shaded apricot. | 100 | ..... | ..... | 8.00 | 6.00 | 4.00 | 3.00 | 100 1.00 |
| ANNA EBERIUS (Diener)..... | 10 | .60 | .50 | ..... | ..... | ..... | ..... | ..... |
| Velvety purple. Very popular. | 100 | ..... | ..... | 2.40 | 1.80 | 1.20 | .80 | ..... |
| | 1000 | ..... | ..... | ..... | 15.00 | 10.00 | 6.00 | Qt. 3.00 |
| ANNIE LAURIE (Stephen)..... | 10 | .80 | .70 | .50 | .40 | .30 | .25 | ..... |
| Heavily ruffled, delicate pink. Strong grower. | 100 | ..... | ..... | ..... | 1.25 | .75 | .50 | 1000 1.00 |
| ANNIE MASON (Carpenter)..... | 1 | 2.00 | 1.50 | ..... | ..... | ..... | ..... | ..... |
| Very large, tall white. Yellow blotch in throat | | | | | | | | |
| ANTIOCH (Metzner)..... | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |
| Light salmon shaded orange. | 10 | ..... | 1.75 | 1.35 | 1.15 | 1.00 | .75 | 100 1.00 |
| | 100 | ..... | ..... | 10.00 | 8.00 | 6.00 | 4.00 | 1000 8.00 |
| APRICOT GLOW (Palmer).... | 10 | 1.20 | .95 | .80 | .60 | .40 | .25 | ..... |
| Clear apricot pink. | 100 | ..... | ..... | 6.00 | 4.50 | 3.50 | 2.00 | 1000 3.00 |
| ARBUTUS (Coleman)..... | 10 | 1.25 | 1.00 | .80 | .60 | .50 | .40 | ..... |
| Beautiful clear arbutus pink. | 100 | ..... | ..... | 6.00 | 5.00 | 4.00 | 2.50 | ..... |
| ARISTOCRAT (Bill)..... | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |
| Tall massive spikes. Pale saffron pink. | 10 | 1.50 | 1.25 | .90 | .70 | .50 | .30 | ..... |
| | 100 | ..... | ..... | ..... | 5.00 | 3.00 | 2.00 | 1000 3.00 |
| AUTAHI (Doney)..... | 1 | .75 | .60 | .50 | .40 | .30 | .25 | ..... |
| Orange salmon, heavily striped. Smoky appearance. | | | | | | | | |
| AVE MARIA (Pfitzer)..... | 1 | 1.50 | 1.25 | 1.00 | .75 | ..... | ..... | 10 1.00 |
| Exl. violet blue. One of the best. | | | | | | | | |
| BARON VON WIJNBERGEN (Alkemade) | 1 | 5.00 | 4.50 | 4.00 | 3.50 | 3.00 | 2.50 | 10 5.00 |
| Large salmon-rose, beautiful color, strong grower. | | | | | | | | |
| BEAT ALL (Alkemade)..... | 1 | 4.00 | 3.50 | ..... | ..... | ..... | ..... | ..... |
| Salmon-rose very attractive. | | | | | | | | |
| BELINDE (Graetz)..... | 1 | .50 | .40 | .30 | .20 | ..... | ..... | ..... |
| Large creamy yellow. Exhibition type. | 10 | ..... | ..... | 2.00 | 1.75 | 1.50 | 1.00 | 100 3.00 |

| | | | | | | | | | | | | BULBLETS Per |
|---|-----------|----------------|--------------|--------------|----------------|----------------|----------------|-------|-------|-------|-------|-----------------|
| | Per 10 | No. 1 | No. 2 .60 | No. 3 .45 | No. 4 | No. 5 | No. 6 | | | | | |
| BENGAL TIGER (Pratt)..... | | | | | | | | | | | | |
| Color with stripes. Resembles a tiger. | | | | | | | | | | | | |
| BERTIE SNOW (Mair)..... | 10 | .40 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Excellent lavender. Among the best. | 10 | 3.00 | 2.50 | 2.00 | 1.80 | 1.50 | 1.00 | 10 | ..... | ..... | ..... | .30 |
| BETTY JOY (Bill)..... | 10 | ..... | .60 | .50 | .40 | .30 | .20 | 1000 | 2.00 | ..... | ..... |  |
| Soft creamy pink. | | | | | | | | | | | | |
| BETTY LUCILLE (Kinyon).... | 1 | ..... | 1.25 | 1.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Large LaFrance pink blended to a clear throat. | | | | | | | | | | | | |
| BETTY NUTHALL (Salbach)..... | 10 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Tall orange pink. Pale yellow throat. | 10 | 4.25 | 3.50 | 2.50 | 1.75 | 1.25 | .80 | 100 | 1.50 | ..... | ..... |  |
| BLASCO IBANEZ (Diener).... | 10 | 1.50 | 1.30 | 1.10 | .90 | .70 | .50 | 100 | .50 | ..... | ..... | .50 |
| Deep dahlia purple. Fine. | | | | | | | | | | | | |
| BLUE JAY (Groff)..... | 10 | ..... | 1.20 | 1.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Bluish lavender. An old favorite. | | | | | | | | | | | | |
| BLUE RIBBON (Kunderd)..... | 1 | ..... | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Dark violet blue. | 10 | ..... | 2.00 | 1.50 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| BLUE TORCH (Hornberger)... | 10 | ..... | .80 | .65 | .50 | .35 | .30 | ..... | ..... | ..... | ..... |  |
| Color similar to Eubank. Grows straight stems. | | | | | | | | | | | | |
| BREAK O'DAY (Bill)..... | 10 | .60 | .50 | .40 | .30 | .20 | ..... | 1000 | 1.00 | ..... | ..... |  |
| Extra large, early. Soft LaFrance pink. | 100 | 3.50 | 2.60 | 2.20 | 1.80 | 1.25 | .80 | Qt. | 2.00 | ..... | ..... |  |
| BRIDAL VEIL (Austin)..... | 1 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Ruffled white with greenish buds. Distinctive. | | | | | | | | | | | | |
| BUTTERBOY (Kunderd)..... | 10 | .60 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Yellow prim. Strong grower. | 100 | 4.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| | 1000 | 30.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| CABERNET (Metzner)..... | 1 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Bluish wine colored. A fine "Smoky." | 10 | 4.00 | 3.00 | 2.00 | 1.50 | 1.00 | .80 | ..... | ..... | ..... | ..... |  |
| | 100 | ..... | ..... | 10.00 | 8.00 | 5.00 | 1000 | 5.00 | ..... | ..... | ..... |  |
| CANBERRA (Errey)..... | 1 | 1.00 | .80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Yellow, exhibition type. | | | | | | | | | | | | |
| CANANDAIGUA RED (Bill)..... | 1 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Solid red shade. Slightly lighter than carmine. | | | | | | | | | | | | |
| CAPT. BOYNTON (Boynton)..... | 10 | ..... | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... |  |
| Fine large blotched lavender. | 100 | ..... | 3.00 | 2.40 | 2.00 | 1.20 | .80 | 1000 | 1.00 | ..... | ..... |  |
| | 1000 | ..... | ..... | 16.00 | 9.60 | 6.00 | Qt. | 3.00 | ..... | ..... | ..... |  |
| CARA MIA (Miller)..... | 1 | .50 | .40 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |  |
| Exquisite clear pink. Tall grower, very early. | 10 | 4.00 | 3.25 | 2.50 | 1.60 | 1.20 | ..... | 100 | 1.50 | ..... | ..... |  |
| CARDINAL PRINCE | | | | | | | | | | | | |
| (Kunderd) | 10 | .80 | .70 | .50 | .40 | .30 | .20 | 1000 | 1.00 | ..... | ..... |  |
| Magnificent large cardinal red. Self-colored. | 100 | 4.00 | 3.00 | 2.40 | 2.00 | 1.20 | .80 | Qt. | 3.00 | ..... | ..... |  |
| CAROLUS CLUSIUS (Vel-thuys) | 1 | .50 | .40 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |  |
| Beautiful light rose or deep pink. Large. | 10 | 4.00 | 3.25 | 2.50 | 2.00 | 1.50 | 1.00 | 100 | 1.00 | ..... | ..... |  |
| CATHERINE COLEMAN (Coleman) | 10 | 1.20 | 1.00 | .80 | .60 | .40 | ..... | 1000 | 3.00 | ..... | ..... |  |
| Clear salmon-rose. A great prize winner. | 100 | ..... | ..... | 4.50 | 3.50 | 2.50 | ..... | ..... | ..... | ..... | ..... |  |
| CHAS. DICKENS (Pfizer)..... | 1 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Bright radiant violet purple. Tall grower. | 10 | 1.50 | 1.20 | .80 | .65 | .50 | ..... | ..... | ..... | ..... | ..... |  |
| | 100 | ..... | ..... | 4.00 | 3.00 | 2.00 | ..... | ..... | ..... | ..... | ..... |  |

| | | | | | | | | | | | BULBLETs |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| | Per | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | Per | | | |
| CHAS. LINDBERG (Prestgard) | 1 | 2.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Clear hermosa pink. Tall strong. A masterpiece. | | | | | | | | | | | |
| CHICAGO (Kunderd) | 1 | .75 | .60 | .50 | ..... | ..... | .25 | ..... | ..... | ..... | ..... |
| Fine tall, scarlet red, ruffled. | | | | | | | | | | | |
| CLEOPATRA (Bill) | 1 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |
| Very large, ruffled deep yellow | 10 | 4.00 | 3.00 | 2.00 | 1.00 | .75 | ..... | .60 | 100 | 4.00 | |
| CORYPHEE (Fitzer) | 1 | 1.00 | .75 | .50 | .35 | .25 | .20 | 1.00 | 10 | .40 | |
| Large pure pink. Perfect formed flowers. Prize winner. | 10 | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.50 | 100 | 3.50 | | |
| COPPER BRONZE (Kunderd) | 10 | .80 | .65 | .45 | .35 | .25 | ..... | 1000 | 1.00 | | 1.00 |
| Very large coppery bronze. Primulinus. | 100 | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | Qt. | 3.00 | | |
| CRIMSON GLOW (Betscher) | 10 | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... |
| Fine open crimson. An old favorite. | 100 | 4.00 | 3.00 | 2.50 | 2.00 | 1.25 | .75 | Qt. | 1.50 | | |
| CREATORE (Bill) | 1 | .75 | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... |
| Extra pure rose doree. | 10 | 6.00 | 4.00 | 3.00 | 2.00 | 1.50 | 1.00 | 10 | .75 | | |
| CRINKLES (Kunderd) | 10 | ..... | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... |
| Deep peach blossom pink. Heavily ruffled. | 100 | ..... | 3.50 | 2.60 | 2.00 | 1.25 | 1.00 | 1000 | 1.50 | | |
| 1000 | ..... | 30.00 | 24.00 | 18.00 | 12.00 | 6.00 | Qt. | 5.00 | | | |
| CROWN OF GOLD (Bill) | 1 | .50 | .40 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |
| Pure straw yellow. Many open flowers in single row. | 10 | ..... | ..... | 2.50 | 2.00 | 1.50 | .80 | ..... | ..... | ..... | ..... |
| ..... | ..... | ..... | ..... | ..... | ..... | ..... | 100 | 1.00 | | | |
| DIABLO (Salbach) | 1 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |
| Glowing velvety scarlet. Early. Darker throat. Good sub- stance. | | | | | | | | | | | |
| DIANA (Zeestraten) | 10 | ..... | .50 | .40 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Rich mellow blood red. | 100 | ..... | 3.00 | 2.40 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| D'S AMERICAN BEAUTY | 10 | ..... | .50 | .40 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| (Diener) | 100 | ..... | 3.00 | 2.40 | 1.80 | 1.20 | .80 | ..... | ..... | ..... | ..... |
| American beauty rose. | | | | | | | | | | | |
| D'S LILAC (Diener) | 1 | .50 | .40 | .30 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Large wide open. Delicate lilac. Canary yellow throat. | | | | | | | | | | | |
| DR. CHRIST MARTZ (Kun- derd) | 10 | .80 | .70 | .60 | .50 | .40 | .30 | ..... | ..... | ..... | ..... |
| Beautiful light blood red. Ruffled. | | | | | | | | | | | |
| DR. ELKINS (Kunderd) | 100 | ..... | ..... | ..... | 3.00 | 2.00 | 1.40 | 1000 | 1.00 | | 1.00 |
| Large white with lilac blue blotch. | 1000 | ..... | ..... | ..... | 24.00 | 16.00 | 10.00 | Qt. | 3.00 | | |
| DR. F. E. BENNET (Diener) | 10 | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... |
| Finest red. Very large. | | | | | | | | | | | |
| DR. MOODY (Kinyon) | 1 | .35 | .30 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Beautiful large clear lavender without markings. | 10 | 3.00 | 2.40 | 1.75 | 1.20 | .80 | .60 | 100 | 1.00 | | 1.00 |
| 100 | ..... | 20.00 | 16.00 | 10.00 | 7.00 | 5.00 | 1000 | 9.00 | | | |
| DR. NELSON SHOOK (Kun- derd) | 1 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Deep Tyrian rose color. | 10 | 1.50 | 1.20 | .80 | .60 | .40 | .30 | ..... | ..... | ..... | ..... |
| DUCHESS OF YORK (Dames) | 10 | ..... | .70 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... |
| Large purple blue color. Tall and straight. | 100 | ..... | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | ..... | ..... | ..... | ..... |
| ELLA DAY (Carpenter) | 1 | 1.00 | .80 | .60 | .50 | .40 | .30 | ..... | ..... | ..... | ..... |
| Very large LaFrance pink. Yellow blotch. Beautiful. | 10 | ..... | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | ..... | ..... | ..... | ..... |
| ELIZ. SWARTLEY (Swartley) | 10 | .80 | .70 | .60 | .50 | .40 | .25 | ..... | ..... | ..... | ..... |
| Soft salmon white throat. | 100 | 5.00 | 4.00 | 3.40 | 2.80 | 2.00 | 1.00 | 1000 | 2.00 | | |
| ELIZ. TABOR (Hinkle) | 10 | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... | ..... | ..... |
| Early pink blotched. Similar to Pendleton. | 100 | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 | Qt. | 2.00 | | |

| | Per | BULLETS | | | | | | | | |
|--|------|---------|---------------|---------------|--------------|--------------|--------------|--------------|-------|------|
| | | 10 | No. 1 1.25 | No. 2 1.00 | No. 3 .75 | No. 4 .50 | No. 5 .40 | No. 6 .30 | Per | |
| EMILE AUBRUN (Lemoine).. | 100 | ..... | ..... | ..... | ..... | ..... | ..... | 2.00 | 1000 | 1.50 |
| Large coppery bronze. Cherry red blotch. | | | | | | | | | | |
| EMMA (Velthuys)..... | 1 | 1.00 | .80 | .65 | .55 | .45 | .30 | 10 | 1.00 | |
| Dark pink, very large. Darker blotch, strong grower. | | | | | | | | 100 | 9.00 | |
| EUGENE LEFEBVRE (Lemoine) | 10 | ..... | 1.00 | .80 | .60 | .50 | .40 | ..... | ..... |  |
| Bright rose pink amaranth blotch. Very showy. | 100 | ..... | ..... | 4.00 | 3.40 | 2.60 | 2.00 | ..... | ..... |  |
| | 1000 | ..... | ..... | ..... | ..... | 18.00 | 12.00 | 1000 | 1.50 | |
| EVELYN KIRTLAND (Austin) | 10 | ..... | .40 | .30 | .20 | ..... | ..... | ..... | ..... |  |
| Fine rose pink. | 100 | ..... | ..... | 2.40 | 1.80 | 1.20 | ..... | ..... | ..... |  |
| FAITH (Kinyon)..... | 1 | ..... | 8.00 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Soft blue similar to heavenly blue. Does not fade. | | | | | | | | | | |
| FAY LANPHIER (Williams).... | 10 | .80 | .60 | .40 | .30 | .20 | ..... | ..... | ..... |  |
| Immense soft rose pink, much admired. | 100 | ..... | 3.50 | 2.60 | 2.00 | 1.50 | 1.00 | 1000 | 2.00 | |
| FERN KYLE (Kunderd)..... | 10 | .80 | .60 | .50 | .40 | .30 | .20 | 1000 | 1.00 | |
| Large ruffled creamy white. | 100 | ..... | 3.00 | 2.40 | 1.80 | 1.20 | .80 | ..... | 3.00 | |
| FLAMING SWORD (Holland) | 10 | .60 | .50 | .40 | .30 | .20 | ..... | ..... | ..... |  |
| Flaming red. Many open | 100 | 4.00 | 3.20 | 2.60 | 2.00 | 1.50 | 1.00 | ..... | ..... |  |
| | 1000 | ..... | ..... | ..... | ..... | ..... | 8.00 | 1000 | 1.50 | |
| FREDERICK CHRIST (Diener) | 1 | 2.00 | 1.75 | 1.50 | 1.25 | 1.00 | .75 | 10 | 1.50 | |
| Most beautiful color combination of LaFrance pink and creamy yellow. | | | | | | | | | | |
| FRANK McCOY (Briggs)..... | 1 | 1.00 | .80 | .65 | .50 | .30 | .20 | 10 | 1.00 | |
| A very large rose pink. Scarlet blotch, many open. | | | | | | | | | | |
| FRANK M. SHICK (Salbach) | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Geranium pink. Soft cream throat. Many open. | 10 | 2.00 | 1.60 | 1.20 | .80 | .60 | .30 | 100 | .50 | |
| FONTAINE (Coleman)..... | 10 | ..... | .60 | .50 | .40 | .30 | .20 | ..... | ..... |  |
| Beautiful ruffled peaches and cream. Medium sized. | 100 | ..... | 3.00 | 2.40 | 1.80 | 1.20 | .80 | 1000 | 1.00 | |
| GAY HUSSAR (Salbach)..... | 1 | .30 | .25 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Peach red shaded to strawberry pink. Yellow blotch. | | | | | | | | | | |
| GAYMORE (Coleman)..... | 1 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Deep rose red. Very good. | 10 | ..... | 1.50 | 1.00 | .80 | .60 | .40 | ..... | ..... |  |
| GEORGE ARENDS (Pfitzer).... | 1 | 1.00 | .80 | .60 | .50 | .40 | .30 | ..... | ..... |  |
| Very early. Strong grower. Fine salmon. | 10 | 8.00 | 6.00 | 4.00 | 3.00 | 2.25 | 1.50 | 1000 | 2.50 | |
| GERALDINE FARRAR (Diner) | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Beautiful pale lavender violet. | 10 | ..... | ..... | .80 | .60 | .45 | .30 | ..... | ..... |  |
| GERTRUDE ERREY (Errey) | 10 | ..... | .80 | .60 | .45 | .30 | .20 | 1000 | 2.00 | |
| Long spikes of shell pink. Flower lighter in center. | | | | | | | | | | |
| GERTRUDE PFITZER (Pfitzer) | 1 | 1.00 | .80 | .60 | ..... | ..... | ..... | ..... | ..... |  |
| Light blue with darker blotch. | | | | | | | | | | |
| GIANT MYRTLE (Kunderd).... | 10 | ..... | .50 | .40 | ..... | ..... | ..... | ..... | ..... |  |
| Pink and white, very fine. | | | | | | | | | | |
| GIANT NYMPH (Coleman).... | 10 | ..... | .40 | .30 | .25 | .20 | ..... | ..... | ..... |  |
| Tall light pink, extra fine. | 100 | ..... | 3.00 | 2.40 | 1.80 | 1.20 | .80 | 1000 | 1.00 | |
| | 1000 | ..... | ..... | ..... | 14.00 | 8.00 | 5.00 | ..... | 2.50 | |
| GLADDIE BOY (Bill)..... | 1 | .20 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Very early. Tall grenadine pink. Fine for cutting. | 10 | 1.20 | 1.00 | .80 | .60 | .45 | .30 | ..... | ..... |  |
| | 100 | ..... | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | 1000 | 1.00 | |
| | 1000 | ..... | ..... | 32.00 | 26.00 | 16.00 | 8.00 | ..... | 3.00 | |

| | | Per | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | BULBETS Per |
|--|---|-------|--------|-------|-------|-------|-------|-------|----------------|
| LE CYGNE (Houdyshel)..... | Dainty pure white frilled. | 10 | 1.00 | .75 | .60 | .50 | .40 | .30 | ----- |
| LILAC WONDER (Gruelleman) | Fine shade of pure light lavender. Tall. | 10 | .85 | .75 | .65 | .55 | .45 | .35 | ----- |
| LONGFELLOW (Prestgard).... | Beautiful bright pink. Splendid spike. | 10 | .80 | .70 | .60 | .50 | .45 | ----- | ----- |
| LOS ANGELES (Houdyshel).... | Salmon-pink tinted orange. Great bloomer. | 10 | .50 | .40 | .30 | .20 | ----- | ----- | ----- |
| | 100 | 4.00 | 3.00 | 2.40 | 1.80 | 1.00 | ----- | ----- | ----- |
| | 1000 | ----- | ----- | ----- | 12.00 | 8.00 | 4.00 | Qt. | 1.50 |
| LOYALTY (Austin)..... | Large pure yellow. A prize winner. | 1 | .75 | .60 | .50 | .40 | .30 | .20 | 10 .75 |
| | 10 | 6.00 | 4.80 | 4.00 | 3.20 | 2.40 | 1.60 | 100 | 5.00 |
| MADAM NORENA (Prestgard) | Flesh pink. Splashed deeper pink at edges. Beautiful. | 1 | .50 | .40 | .30 | ----- | ----- | ----- | ----- |
| MAMMOTH WHITE (U. B. Co.) | Largest pure white in commerce. Well set spike. Best exhibition. White. | 1 | 2.00 | 1.75 | 1.50 | 1.25 | 1.00 | .80 | ----- |
| | 10 | 16.00 | 14.00 | 12.00 | 10.00 | 8.00 | 6.00 | 10 | 1.25 |
| | 100 | ----- | 112.00 | 96.00 | 80.00 | 64.00 | 48.00 | 100 | 10.00 |
| MANDARIN (Prestgard)..... | Rich salmon-orange pinard yellow throat. Early prim grand. | 1 | .25 | .20 | ----- | ----- | ----- | ----- | ----- |
| | 10 | 2.00 | 1.60 | 1.20 | .90 | .70 | .50 | ----- | ----- |
| MARY LOCKWOOD (Kinnyon) | Shell pink with scarlet. Tall. Straight. Early. | 1 | 1.00 | .80 | .70 | ----- | ----- | ----- | ----- |
| MARIE KUNDERD (Kunderd) | Purest white with soft pink line in center of lower petals. | 10 | ----- | .40 | .35 | .25 | .20 | ----- | ----- |
| | 100 | ----- | ----- | 2.40 | 1.80 | 1.20 | .80 | 1000 | 1.00 |
| | 1000 | ----- | ----- | 20.00 | 16.00 | 10.00 | 6.00 | Qt. | 4.00 |
| MARIETTA (Metzner)..... | Extra fine tall salmon. Tinged orange. | 10 | .60 | .50 | .40 | .30 | .20 | ----- | ----- |
| | 100 | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 | 1000 | 1.00 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | Qt. | 4.00 |
| MARION KOCH (Austin)..... | Needle point type. Color pure rose pink, fine shade. Medium height | 1 | .40 | .30 | .25 | .20 | ----- | ----- | ----- |
| | 10 | 3.00 | 2.50 | 2.00 | 1.50 | 1.10 | .80 | 100 | 1.25 |
| MARMORA (Errey)..... | Very large wide open flower. Silvery lavender with petunia blotch. Finest in the smoky class. | 1 | .50 | .40 | .30 | .25 | .20 | ----- | ----- |
| | 10 | 4.00 | 3.20 | 2.40 | 2.00 | 1.60 | 1.20 | 100 | 1.50 |
| | 100 | ----- | 27.50 | 17.50 | 12.50 | 9.00 | 7.00 | 1000 | 4.00 |
| MARNIA (Kemp)..... | A beautiful live orange slightly tinged pink. | 10 | ----- | .60 | .50 | .40 | .30 | .20 | ----- |
| | 100 | ----- | ----- | 3.00 | 2.00 | 1.00 | .80 | 1000 | 1.50 |
| | 1000 | ----- | ----- | 24.00 | 16.00 | 8.00 | 6.00 | Qt. | 4.00 |
| MARSHALL FOCH (Kunderd) | Large light salmon pink with darker throat. | 10 | .70 | .60 | .50 | .40 | .30 | .20 | ----- |
| | 100 | ----- | 3.00 | 2.40 | 1.80 | 1.20 | .80 | 1000 | 1.00 |
| | 1000 | ----- | ----- | 19.50 | 14.50 | 9.00 | 6.00 | ----- | ----- |
| MARY FREY (Gelser)..... | Lavender pink color, similar to Mrs Peters. Much earlier. | 1 | .35 | .30 | .25 | .20 | ----- | ----- | ----- |
| | 10 | 2.50 | 2.00 | 1.50 | 1.00 | .75 | .50 | 100 | .50 |
| MARY JANE (Kunderd)..... | Light silvery lavender. | 1 | ----- | .25 | .20 | ----- | ----- | ----- | ----- |
| MASTERPIECE (Kunderd)..... | Am. beauty rose color. Very pretty. | 10 | ----- | 1.00 | .80 | .60 | .50 | .40 | ----- |
| | 100 | ----- | 7.00 | 6.00 | 5.00 | 4.00 | 3.00 | ----- | ----- |
| MAURICE FULD (Gage)..... | Large rose-pink. Fine exhibition type. | 10 | ----- | 1.50 | 1.25 | 1.00 | .80 | .60 | 100 .50 |
| | 100 | ----- | ----- | 10.00 | 8.00 | 6.00 | 4.00 | ----- | ----- |
| MAROLEE (Carpenter)..... | Large Jasper pink with buff yellow blotch. Edged scarlet. A fine novelty. | 1 | 3.00 | 2.50 | 2.00 | 1.50 | 1.00 | .60 | ----- |

| | | | | | | | | | | BULBLETS |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| | Per | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | Per | | |
| MILADY IMOGENE (Austin) | 1 | .25 | .20 | ..... | 1.00 | ..... | ..... | ..... | ..... |  |
| Snow white. Prim. grand. Fine cut flower. | 10 | 2.00 | 1.50 | 1.25 | ..... | .75 | .60 | ..... | ..... |  |
| MINUET (Coleman) | 1 | .30 | .25 | .20 | ..... | ..... | ..... | ..... | ..... |  |
| Delicate lavender. A great prize winner. | 10 | 2.00 | 1.50 | 1.25 | ..... | ..... | ..... | 100 | 1.25 | |
| MISS DES MOINES (Prest- gard) | 1 | 1.25 | 1.00 | .75 | .50 | .30 | .20 | ..... | ..... |  |
| A most charming lilac-lav- ender. Light yellow throat. A real beauty. | 10 | ..... | ..... | 6.00 | 4.50 | 2.50 | 2.00 | ..... | ..... |  |
| MISS MADISON (Boynton) | 10 | .80 | .65 | .50 | ..... | ..... | ..... | ..... | ..... |  |
| Large clear light pink. | | | | | | | | | | |
| MISS JOY (Holmes) | 1 | .40 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| La France pink shading to yellow throat clean color. A real beauty. Early. | 10 | 3.00 | ..... | ..... | ..... | ..... | ..... | ..... | ..... |  |
| MONTENIGRO (Prestgard) | 1 | .25 | .20 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Rich dark carmine. Darker throat. Large flowers. Very Showy velvety dark glad. | 10 | 2.00 | 1.60 | 1.20 | ..... | ..... | ..... | ..... | ..... |  |
| MOTHER MACHREE (Stev- ens) | 1 | 5.00 | 4.50 | 4.00 | 3.00 | 2.00 | 1.00 | 1 | .25 | |
| Wonderful color combination of lavender and salmon pink. Great exhibition type. Smoky | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 10 | 2.00 | |
| MR. H. A. HYDE (Diener) | 10 | 1.00 | .80 | .60 | .50 | ..... | ..... | ..... | ..... |  |
| Large fine white blushed pink. Beautiful. | 100 | 6.00 | 5.00 | 4.00 | 3.00 | ..... | ..... | ..... | ..... |  |
| MR. W. H. PHIPPS (Diener) | 10 | .70 | .60 | .40 | .30 | .20 | ..... | 1000 | 1.00 | |
| Famous iridescent pink. Many open. | 100 | ..... | 4.00 | 3.00 | 2.20 | 1.40 | .80 | Qt. | 4.00 | |
| 1000 | ..... | 35.00 | 27.00 | 20.00 | 12.00 | 7.00 | Pk. | 25.00 | | |
| MRS. ARTHUR MEEKER | | | | | | | | | | |
| (Kunderd) | 10 | .80 | .50 | .40 | ..... | ..... | ..... | ..... | ..... |  |
| Am. beauty rose color. | 100 | 4.00 | 3.00 | 2.40 | ..... | ..... | ..... | ..... | ..... |  |
| MRS. CATHERINE ED- WARDS (Hornberger) | 1 | 5.00 | 4.00 | 3.00 | ..... | ..... | 1.00 | ..... | ..... |  |
| Large early creamy white. Splendid substance. | | | | | | | | | | |
| MRS. F. C. HORNBERGER | | | | | | | | | | |
| (Hornberger) | 10 | 1.25 | 1.00 | .80 | .60 | .40 | .30 | ..... | ..... |  |
| Pure white. A prize winner. | 100 | ..... | ..... | ..... | ..... | 2.40 | 1.50 | ..... | ..... |  |
| MRS. L. E. MILLER (Miller) | 1 | 25.00 | 20.00 | 15.00 | ..... | ..... | ..... | ..... | ..... |  |
| Clear salmon. Golden yellow throat. Heavy texture. Very beautiful. | | | | | | | | | | |
| MRS. J. R. WALSH (Diener) | 10 | .80 | .60 | .50 | ..... | ..... | ..... | ..... | ..... |  |
| Ruffled flesh pink. Darker throat. | 100 | 5.00 | 4.00 | 3.00 | ..... | ..... | ..... | ..... | ..... |  |
| MRS. F. C. BRUGGEN (Kun- derd) | 10 | 1.20 | 1.00 | ..... | ..... | ..... | ..... | ..... | ..... |  |
| Light begonia rose. Clear white throat. Much admired. | | | | | | | | | | |
| MRS. LEON DOUGLAS | | | | | | | | | | |
| (Diener) | 10 | .70 | .60 | .50 | .35 | .20 | ..... | ..... | ..... |  |
| Begonia rose. Striped scar- let. Large and showy. | 100 | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 | ..... | ..... |  |

| | | | | | | | | | | | BULBLETS |
|---|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| | Per | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | Per | 1000 | 1000 | 1000 |
| MRS P. W. SISSON (Coleman) | Per 10 | .80 | .70 | .60 | .50 | .40 | .25 | Per | 1000 | 1000 | 1000 |
| Creamy light pink. A fine outstanding variety. | 100 | ----- | ----- | ----- | 2.40 | 1.60 | 1.00 | 1000 | 1000 | 1000 | 1000 |
| MRS. S. A. ERREY (Errey).... | 1 | 1.00 | .80 | .60 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Immense large open flowers. Brilliant orange, with orange-crimson blotch. | | | | | | | | | | | |
| MRS T. RATTRAY (Errey).... | 1 | 1.00 | .80 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Light rose pink. Many flowers open. Great exhibition glad. | | | | | | | | | | | |
| MRS ROBT. CUNNINGHAM | | | | | | | | | | | |
| (Diener) | 10 | ----- | 1.20 | 1.00 | .80 | .60 | .40 | ----- | ----- | ----- | ----- |
| Tall lavender. Fine. | | | | | | | | | | | |
| MRS. VAN KONYNENBURG | | | | | | | | | | | |
| (Pfitzer) | 1 | .25 | .20 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| A tall growing lavender. Nearest to blue. | 10 | 2.00 | 1.60 | 1.20 | .90 | .70 | .50 | ----- | ----- | ----- | ----- |
| MURIEL (Pfitzer)..... | 10 | .60 | .50 | .40 | .30 | .20 | ----- | ----- | ----- | ----- | ----- |
| Excellent light blue. Darker throat. | 100 | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 | ----- | ----- | ----- | ----- |
| | 1000 | ----- | ----- | 20.00 | 14.00 | 9.00 | 6.00 | Qt. | 2.00 | | |
| NANCY HANKS (Salbach)..... | 10 | .80 | .60 | .50 | .35 | .25 | ----- | ----- | ----- | ----- | ----- |
| Rich apricot to orange pink. Fine prim. grand. | 100 | ----- | 4.00 | 3.00 | 2.00 | 1.00 | .60 | 1000 | 1.00 | 1.00 | 1.00 |
| NIXIE (Diener)..... | 10 | .60 | .50 | .40 | .30 | .20 | ----- | ----- | ----- | ----- | ----- |
| Jasper pink a very striking flower. Ruffled. | | | | | | | | | | | |
| OH BOY (Bill)..... | 1 | 1.00 | .80 | .60 | .50 | .40 | .30 | ----- | ----- | ----- | ----- |
| Large brilliant red. No markings. | 10 | 7.50 | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 10 | 1.00 | 1.00 | 1.00 |
| ONEIDA JANE (Carpenter).... | 1 | .50 | .40 | .30 | .25 | .20 | ----- | ----- | ----- | ----- | ----- |
| Geranium pink. Early bloomer. | | | | | | | | | | | |
| OPALESCENT (Bill)..... | 10 | .50 | .40 | .30 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Light lavender pink. Tall and straight. | 100 | 3.50 | 3.00 | 2.50 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| OLIVE GOODRICH (Goodrich) | 10 | .80 | .70 | .60 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Large white with pink edges. | 100 | 6.00 | 5.00 | 4.00 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| OLIVAR (Errey)..... | 1 | 1.00 | .80 | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Fine violet blue. Scarce. | | | | | | | | | | | |
| ORANGE BUTTERFLY (Salbach) | 1 | .30 | .25 | .20 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Rich glowing bronzy orange prim. | 10 | 2.50 | 2.00 | 1.50 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| ORANGE FLAME (Kunderd) | 10 | .80 | .70 | .60 | .40 | .30 | .20 | ----- | ----- | ----- | ----- |
| Vermillion orange, large and fine. | 100 | ----- | 5.00 | 4.00 | 3.00 | 2.40 | 1.60 | 1000 | 1.00 | 1.00 | 1.00 |
| | 1000 | ----- | 40.00 | 32.00 | 24.00 | 18.00 | 10.00 | Qt. | 3.00 | | |
| ORANGE QUEEN (Pfitzer).... | 10 | .60 | .50 | .40 | .30 | .20 | ----- | ----- | ----- | ----- | ----- |
| Beautiful wide open apricot orange yellow prim. | 100 | 4.00 | 3.00 | 2.00 | 1.50 | 1.00 | .60 | Qt. | 2.00 | | |
| | 1000 | ----- | 24.00 | 17.50 | 12.00 | 8.00 | 4.50 | ----- | ----- | | |
| ORANGE WONDER (Kemp) | 1 | ----- | ----- | .40 | .35 | .25 | .20 | ----- | ----- | ----- | ----- |
| Clear deep orange. Large flowers. | 10 | ----- | ----- | ----- | ----- | 2.00 | 1.75 | 100 | 2.00 | 2.00 | 2.00 |
| ORCHID LADY (Spencer).... | 1 | .40 | .30 | .25 | .20 | ----- | ----- | ----- | ----- | ----- | ----- |
| Large deep lavender. Early. | 10 | 3.00 | 2.50 | 2.00 | 1.60 | 1.20 | .80 | ----- | ----- | ----- | ----- |
| | 100 | ----- | 20.00 | 16.00 | 12.00 | 8.00 | 6.00 | ----- | ----- | ----- | ----- |
| OTHELLO (Pfitzer)..... | 1 | 3.00 | 2.40 | 1.80 | 1.20 | .80 | .60 | ----- | ----- | ----- | ----- |
| Purplish blue shaded mauve. Large round flowers. | 10 | ----- | ----- | ----- | ----- | 6.00 | 4.00 | ----- | ----- | ----- | ----- |

I offer here an unprecedeted opportunity for the small grower to make a profitable Investment in one of these Golden Dream Assortments:

Assortment Number 1—\$5.00

| | |
|--------------------|--------------|
| 10 No. 2..... | Golden Dream |
| 50 No. 4..... | " " |
| 100 No. 6..... | " " |
| 500 Bulblets | " " |

Assortment Number 2—\$10.00

| | |
|---------------------|--------------|
| 25 No. 3..... | Golden Dream |
| 100 No. 4..... | " " |
| 200 No. 6..... | " " |
| 1000 Bulblets | " " |

Assortment Number 3—\$25.00

| | |
|---------------------|--------------|
| 25 No. 1..... | Golden Dream |
| 50 No. 2..... | " " |
| 100 No. 3..... | " " |
| 200 No. 4..... | " " |
| 1000 No. 7..... | " " |
| 2000 Bulblets | " " |

Assortment Number 4—\$50.00

| | |
|---------------------|--------------|
| 25 No. 1..... | Golden Dream |
| 100 No. 2..... | " " |
| 250 No. 3..... | " " |
| 500 No. 4..... | " " |
| 1000 No. 6..... | " " |
| 1 Qt. Bulblets..... | " " |

The above assortment offers are Net—only one assortment to a customer as I wish to acquaint as many Growers as possible with the quality and purity of the stock that I produce. This offer is good only while my Surplus Stock lasts. Don't delay. Prepaid for Cash with order or 25% will hold the order until wanted—balance at time of Shipment. If you can't make a good profit out of growing this Stock, I will frankly admit that I don't know anything about the Game.

Our No. 7 Bulbs are in reality a Small number 6 that I have graded out to give a more even Size to what I offer as number 6. I have a large quantity of these No. 7 Golden Dream and if you are interested I can supply them in lots of from one to ten thousand at a very low price. They will make good blooming size bulbs for the following season.

Satisfied Customers!

That is my greatest asset—I want you to be pleased. I have always done my part and the hundreds of fine letters of appreciation from customers all over the world wherever Glads are grown proves that my efforts "Are not in vain." We all like the looks of a perfectly formed bulb, nice clean, high crowned, etc., some of these phrases have been stressed to the limit in sales talk, but the fact is that some of the very finest varieties never produced a fine looking Bulb, at least that is what happened with us. I remember when we grew such varieties as Peace, Panama, and Princeps, etc., under the same Soil and Weather Conditions and we had Bulbs that were a perfect picture, but the flower was nothing to rave about. One cannot judge what kind of flower a certain bulb will produce by looking at the bulb. Our Bulbs are all grown on New Land, free from disease and will give good results. However, if you are not entirely satisfied with the Stock sent you, return it at once and your money will be cheerfully refunded. Your valued patronage will be greatly appreciated by,

Yours very truly,

A. J. Anderson.

Make all Post or Express Money-orders, Bank drafts, or good personal checks payable to

A. J. Anderson,

White Bear Lake, Minnesota.

Reference:

First National Bank
White Bear, Minn.

R. G. Dun & Co.,
St. Paul, Minn.

